

Message Text

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PAGE 01 STATE 202364

ORIGIN EUR-12

INFO OCT-01 ISO-00 CG-00 DOTE-00 DODE-00 PM-05 TRSE-00

CIAE-00 INR-07 NSAE-00 L-03 PRS-01 USIA-06 PA-01

COME-00 /036 R

DRAFTED BY EUR/NE:REWOODS:CW

APPROVED BY EUR/NE:RLFUNSETH

USCG:KCROMWELL (PHONE)

-----043139 250221Z /62

P 242215Z AUG 77

FM SECSTATE WASHDC

TO AMEMBASSY HELSINKI PRIORITY

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E.O. 11652: N/A

TAGS: FI

SUBJECT: WARTSILA BID ON US COAST GUARD CUTTERS

1. WARTSILA WAS APPARENT LOW BIDDER ON A COAST GUARD INVITATION FOR BIDS ON A MULTI-YEAR PROCUREMENT OF A NEW CLASS OF 270 FT. MEDIUM ENDURANCE CUTTERS. THE SOLICITATION CALLED FOR BIDS FOR TWO CUTTERS FOR 1977 AND TWO ADDITIONAL CUTTERS TO BE FUNDED IN FY 1978. THE AWARD IS TO BE FOR TWO OR FOUR CUTTERS, DEPENDING ON WHICH ALTERNATIVE IS MOST ADVANTAGEOUS TO THE US GOVERNMENT.

2. FIVE BIDS WERE RECEIVED AND OPENED ON AUG. 23. WARTSILA OFFERED A UNIT PRICE OF 18.54 MILLION DOLLARS FOR TWO CUTTERS AND 17.96 MILLION DOLLARS FOR FOUR. OF THE OTHER FOUR AMERICAN BIDS, THE LOWEST WAS 32.58 MILLION DOLLARS FOR TWO CUTTERS AND 26.89 MILLION DOLLARS FOR FOUR.

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3. US COAST GUARD WILL NOW PROCEED TO EVALUATE BIDS TO DETERMINE IF THEY ARE RESPONSIVE TO THE INVITATION. DETERMINATIONS WILL BE CONDUCTED OVER THE NEXT SEVERAL WEEKS. EACH OFFER PROVIDES AN ACCEPTANCE PERIOD OF 105 CALENDAR DAYS.

4. EMBASSY SHOULD NOT ISSUE PRESS RELEASE NOR STIMULATE PRESS INTEREST. IF ASKED, HOWEVER, EMBASSY MAY RESPOND THAT WARTSILA WAS THE APPARENT LOW OF FIVE BIDDERS ON US COAST GUARD TENDER FOR TWO TO FOUR 270 FT. CUTTERS AND THAT THE US COAST GUARD IS NOW EVALUATING WARTSILA'S BID TO DETERMINE WHETHER IT IS RESPONSIVE TO REQUIRED SPECIFICATIONS AND IN ACCORD WITH US PROCUREMENT REGULATIONS.

5. FYI: FINNISH BID IS ENOUGH BELOW COMPETITORS TO MEET REQUIREMENTS OF BUY AMERICA, GIVEN A DETERMINATION BY THE SECRETARY OF TRANSPORTATION TO GRANT A WAIVER. EMBASSY HOWEVER, SHOULD NOT SPECULATE ON PROSPECTS FOR EVENTUAL ACCEPTANCE OF WARTSILA BID, AND SHOULD REFER TO DEPT, ANY DETAILED PRESS ENQUIRIES NOT COVERED BY PARA 4 ABOVE. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SHIPS, CRUISERS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Sent Date: 24-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
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TAGS: EWWT, FI, US
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